



Washington SmartBuying Partnership update

May 2006

Upcoming conference focuses on sustainability

Sustainability is the theme of this year's annual training conference and tradeshow sponsored by the Department of General Administration.

Denis Hayes, president and chief executive officer of the Bullitt Foundation, will be the keynote speaker. The Bullitt Foundation is a Seattle philanthropic organization that provides funding to non-profit groups working to protect the Pacific Northwest environment.

Many of the training opportunities and vendor displays at this year's event will help you achieve your sustainable purchasing goals. A governor's executive order directs all state agencies to achieve certain requirements.

Guidance from governor's office:

- Shift to clean energy for both facilities and vehicles.
- Shift to non-toxic, recycled and remanufactured materials in purchasing and construction.
- Expand markets for environmentally preferable products and services.

Conference details:

- Training is available November 1 and 2.
- Registration is free for higher education, state and local government purchasing professionals.

For more information, go to:

<http://www.ga.wa.gov/PCA/CustomerNews.htm>

Information about Washington's sustainability effort:

<http://www.ofm.wa.gov/sustainability/index.htm>

SmartBuying savings top \$2 million

Computer hardware and software savings through the SmartBuying Partnership totaled \$2.2 million through the second quarter of fiscal year 2006.

Savings from October to December 2005 added up to \$1.2 million, according to the Department of Information Services, which is handling SmartBuying contracts for information technology hardware and software. Computer purchases contributed 91 percent – \$1.095 million – of the second quarter savings.

Savings from the first quarter totaled just over \$1 million. To date, the savings through DIS exceed the target for computer hardware and software by about a half-million dollars.

DIS website for savings: <http://dis.wa.gov/business.aspx>

Survey reveals preferences of state purchasing staff

Purchasing staff throughout state government prefer information about contracts delivered directly to their e-mail in-box, according to results from a recent online survey of the SmartBuying Partnership distribution list.

They also seek more information about a variety of contracts and would like additional details made available on the SmartBuying Partnership website.
<http://smartbuying.wa.gov/index.htm>

A total of 611 people responded to the survey that ran May 1 to 8. The SmartBuying communication team has analyzed the results to make improvements in providing information about the contracting effort:

- Identify and develop new contracting opportunities.
- Revamp the SmartBuying website to make it easier for users to find information.
- Provide more details about SmartBuying in general.

Other survey findings:

- 50 percent of respondents said they were purchasing staff/buyers.
- 55 percent of respondents said they have authority to spend less than \$50,000 annually.
- 60 percent of respondents said they were "highly knowledgeable" or "somewhat knowledgeable" overall about SmartBuying.
- 40 percent of respondents said they "knew little" about SmartBuying.

When asked what contracts would be most useful as contracting opportunities for their organizations:

- 23 percent said audit/consulting services.
- 15 percent said food.

Respondents sent in several hundred comments, saying that a variety of additional contracts, ranging from auto parts to furniture to vehicles, would be useful. Office supplies, furniture and janitorial supplies surfaced as the other primary contract areas that respondents identified.



Current contract savings opportunities online

Contracts that have been through a SmartBuying analysis have a dollar sign next to them. **\$**

Click on the links or visit the SmartBuying website at:
<http://smartbuying.wa.gov/index.htm>

- [Automatic external defibrillators](#)
- [Car rentals](#)
- [Central Stores one-stop ordering](#)
- [Color copies and envelopes](#) **\$**
- [Computers, laptops, servers and more](#) **\$**
- [Fuel acquisition](#)
- [General purpose fasteners](#)
- [Gloves](#)
- [Lamps and ballasts](#)
- [Legal data services](#) **\$**
- [Office supplies - bulk paper](#) **\$**
- [Office supplies - toner and paper](#) **\$**
- [Paint and paint-related items](#)
- [Purchasing card and rebates](#)
- [Small package delivery](#)
- [Uniform rental services](#)
- [Vehicle acquisition](#)
- [Vest, Personal body armor](#)

Print management pays off at Ecology

Savings projected at \$253,000 as state printer develops contract all state agencies, local government can use

A print management program at the Department of Ecology is reducing monthly costs by \$8,300.

The effort, which began September 2005, is a partnership between Ecology and the Department of Printing. The project has examined the use of all office equipment – copiers, printers, scanners, fax machines and more – to determine where savings could be found.

The overall savings from print management at Ecology are projected at \$253,000 by June 30, 2007.

Printing examined Ecology's complete print requirement to develop a print program that met agency needs.

Ecology's print management program has resulted in lowering the costs of print. The increased efficiency has also generated significant savings and:

- Reduced technical staff time spent supporting print functions.
- Saved storage space for supplies.
- Increased scanning and faxing capabilities.

In addition, print management allows Ecology to reduce the amount of energy and natural resources used to produce business documents. This aligns with the department's environmental mission and goals.

The partnership with Ecology, Printing and the Ricoh Corp., the supplier of printers, has made this managed print contract successful and allows Ecology to focus and use its resources to work on the agencies core responsibilities, says Guy Cranor, the contracting manager at Printing.

The project at Ecology ties into one of the opportunities that Governor Chris Gregoire asked the SmartBuying Partnership to develop. Printing is currently at work on ways to provide print assessment services to other state agencies and local governments.

Printing is now evaluating vendor bids. A contract that all agencies can use is expected to be in place by June 15, 2006.

For more information:

Guy Cranor
Department of Printing
guyc@prt.wa.gov
(360) 570-5036

Printing website for savings: <http://www.prt.wa.gov/>

Comments?

If you have comments, questions or recommendations for this newsletter, please send them to: svaland@ga.wa.gov